

80
RM371

LIBRARY
RECEIVED
APR 5 - 1934

AMERICAN NURSERYMAN

Chief Exponent of the American Nursery Trade

Vol. LIX No. 7

APRIL 1, 1934

15c per copy

IN THIS ISSUE

Sell Garden Supplies for Extra Profit

How Retail Nurserymen Can Increase Their Sales Volume

Nurserymen Exhibit at Spring Shows

Interesting Displays Made at Flower and Garden Shows

Laws on Unfair Practices

Attorney Discusses Trade Practices and Corrective Legislation

Low-growing Junipers

L. C. Chadwick Describes Best Varieties

Herbaceous Perennials

Comments on Less Common Varieties

Association Meetings

AMERICAN NURSERYMAN PUBLISHING CO.

506 S. DEARBORN ST.,

CHICAGO, ILL.

AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

F. R. KILNER, Editor
Published Semi-monthly by

AMERICAN NURSERYMAN
PUBLISHING CO.
508 S. Dearborn Street,
Chicago, Ill.
Telephone: Wabash 8194.

New York Office—67 West 44th Street
N. L. Husbach Tel., Murray Hill 2-4871

Entered as second-class matter December 14, 1933,
at the post-office at Chicago, Ill., under the act
of March 3, 1879.

SUBSCRIPTION PRICE, \$2.00 per year; outside
the United States, \$3.00. Single copies,
15 cents.

ADVERTISING RATES on application. Forms
close on 10th of month for mid-month issue and
on 25th of previous month for first-of-month
issue. If proofs are wanted, copy should be on
hand one week earlier.

EDITORIAL communications on subjects con-
nected with nurseries, arboriculture or other
phases of commercial horticulture are welcomed
by the editor. Also articles on the subjects and
papers prepared for conventions of nursery
associations.

PROFIT IN NEWER PLANTS.

As a general rule, it is no more expensive to propagate stock of a new variety of plant than one which has long been in commerce. The higher original cost of the stock for propagation is a comparatively small item. But the prices to be obtained for newer things are much better, and hence the profit margin is greater. It would pay more nurserymen to take advantage of the new plants that become available from season to season. Most are inclined to wait until there is a strong demand and by so doing they lose the cream of the business. The money is in being early. Besides, the fact that one is up to date is advantageous to one's reputation. At the present time these remarks apply particularly to herbaceous perennials, rock plants and alpines, as well as shrubs and evergreens.



The Mirror of the Trade

MAY EXTEND SALES TAX.

Complications of an extensive character seem in store for shippers of plants, seeds and bulbs at retail if a bill recently passed by the United States Senate becomes law, thereby empowering states to impose sales or excise taxes upon tangible personal property moving in interstate commerce. The results will be comparable to the difficulties caused by the state quarantine measures affecting plants and their shipment.

During the past few years twenty-six states have enacted some form of sales tax on various products. Many of these have been in lieu of direct taxes on real and personal property, so that the states are largely dependent upon this new source of revenue. As interpreted by the courts, the commerce clause of the federal constitution precludes any state taxation on interstate sales. Senate Bill No. 2897, passed by the Senate on March 15, virtually amends this clause of the federal constitution by authorizing states to tax such goods provided the tax is levied equally and does not discriminate against interstate commerce.

At the present time, if there is a sales tax in force in your state, it is necessary to file a monthly return and pay the required percentage on sales made at retail within the state. If the Senate bill becomes law, shipments to other states at retail will likewise become taxable whenever the sale has been "made, solicited or negotiated in whole or in part within" the state of destination. Presumably catalogue sales or sales solicited through the mail would be of this character. So also would sales made by an agent, salesman or other representative. Merchandise transported for the purpose of resale by the consignee is specifically exempt from any tax by the act.

The bill is now in the House of Repre-

sentatives, where action may be expected within the near future.

SACRIFICE PRICES.

The lure of sales to be made by advertising sacrifice prices still entices nurserymen who should be posted in the matter of current demand and production costs. By this time the trade should have become aware of the firming in prices on nursery stock in consequence of the improved business situation and the lack of any oversupply of stock. Yet a newspaper advertisement in a midwestern city announces a 5-day sale of Norway spruce up to 4-foot at 50 cents each, arbor-vita up to 6-foot at 50 cents each and pyramidal arbor-vita, 2½-foot, at 50 cents each. While these offers are only in purchases of \$5 or more and customers are urged to bring their burlap, it is still difficult to see how the nurseryman will get back, at 50 cents each, any more than his actual sales cost, say nothing at all about the stock regardless of its quality.

The remarks of J. Horace McFarland on prices of nursery stock in a recent issue of *The American Nurseryman* appear quite appropriate, especially as regards the need of more thought by nurserymen as to their quotations. To make up for the loss which is certain to be incurred on stock moved in such a sacrifice sale, it is only logical to believe that this nurseryman will have to mark up his retail prices later on to a figure no other way justified.

Such sacrifice sales seem unnecessary at this late period of the depression. They yield the nurseryman nothing after his sales expense. They upset the local market for the time being and must require higher prices than would otherwise be quoted in order to average up later.

INDEX TO ADVERTISEMENTS IN THIS ISSUE

Albert, Theo.	Rare Nursery Stock	11	Hill Nursery Co., D.	Evergreen Specialists	11
American Bulb Co.	Bulbs, Seeds, Etc.	13	Hogansville Nurseries	Peach Pits	13
Andrews Nursery Co.	Raspberries	13	Howard Rose Co.	Roses	13
Bernardin, E. P.	General Nursery Stock	13	Jackson & Perkins Co.	Novelty Roses	10
Bobbink & Atkins.	Evergreens	11	Jung, Victor	Tritoma Pfizeri	14
Bohlender Plant Chemicals, Inc.	Dogzoff	13	Leonard & Son, A. M.	Nursery Tools	14
Burr & Co., C. R.	General Nursery Stock	11	Linville Nurseries	Rhododendrons	11
Campbell-Hausfeld Co.	Sprayers	16	Lovett, Lester C.	Privet and Berberis	11
Centerbury Nurseries	Boxwood	11	Maloney Bros. Nursery Co.	General Nursery Stock	13
Chase Bag Co.	Saxolin	16	McHutchison & Co.	Nursery Supplies	16
Chase Co., Benjamin.	Nursery Labels	15	Naperville Nurseries	Lining Out Stock	11
Clark & Son, W. E.	Grafting Wax	12-15	National Nurserymen's Credit Bureau, Inc.		13
Conigisky, B. F.	Photographs	15	Norton Nurseries, A. L.	Pin Oaks	11
Des Moines Cement-Art Co.	Cement Stepping Stones	14	Princeton Nurseries	General Nursery Stock	11
Durley Co., O. F.	Hose Connectors	15	Rembo's Wholesale Nursery	Small Fruit Plants	13
Evergreen Nursery Co.	Evergreens	11	Shunk Mfg. Co.	Duster	15
Felins Tying Machine Co.	Tying Machines	16	Shute & Co., E. L.	Peat Moss	15
Foley Greenhouse Mfg. Co.	Greenhouses	14	Storrs & Harrison Co.	General Nursery Stock	9
Foster Nursery Co.	Grapes & Small Fruits	13	Washington Nurseries	Chinese Elm Seed	13
Gardens of the Blue Ridge, Inc.	Broad-Leaved Evergreens	11	Western Maine Forest Nurs.	Evergreens	12
Gravely Motor Plow & Cultivator Co.	Cultivators	15	Westhauser Nurseries	Strawberry Plants	13
Herbst Bros.	Tree and Shrub Seeds.	13	Westminster Nurseries	General Nursery Stock	14
			Wohler, A. E.	Lining Out Stock	11
				Japanese Cherries, Crabs.	14

AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

The Chief Exponent of the American Nursery Trade

*The Nurseryman's Forte:
To Make America More Beautiful and Fruitful*

Vol. LIX

APRIL 1, 1934

No. 7

Sell Garden Supplies for Extra Profit

Retail Nurserymen Can Increase Their Sales Volume
by Adding a Garden Supplies Department This Spring

TO ADD to their volume of business in a time of light demand for nursery stock, some nurserymen having stores in town or retail sales offices on the premises are adding allied merchandise. In some cases they merely add tender plants for spring sale; in others they are establishing a complete garden supply or service department to handle seeds, bulbs, plants, insecticides, fertilizers, tools and other supplies and equipment. The advantage is not only an increased sales volume, but also a more durable contact with the gardening public.

Nurserymen in suburban areas, small towns and semirural districts should be able to make a garden department a decided asset. That there is a real need for garden service departments in nearly all communities of home owners is evinced by the fact that numerous garden centers are being started by amateur garden clubs throughout the country to make available authoritative garden information. Nurserymen who have the initiative and develop good garden service departments can not but benefit from them, for the tremendous good will thus gained is bound to reflect advantageously in the long run.

One of the first things you must decide is how complete a department it is advisable to put in. Although there are no definite lines of demarcation, roughly four possibilities of varying degrees of completeness present themselves.

Small Investment.

Group one will entail only a slight investment for such items as seeds, bulbs, bedding plants, etc., and no extra equipment or help will be necessary. Group two is merely an amplification of the first, adding such things as fertilizers, insecticides, fungicides, etc.

The third possibility is a complete garden department from the standpoint of accessories and supplies. This requires considerable investment, and a person at least familiar with the material, preferably one fairly well versed on gardening problems, should be in charge.

A landscape service, in addition to a complete line of garden equipment and supplies, makes up the fourth possibility. Such an undertaking necessitates employing one or more trained land-

scape men, who should also be capable of handling unskilled labor. An alternative is to sublet the jobs to a regular and dependable landscape firm.

Selling Seeds Easily.

Seeds can be stocked at no outlay through special arrangements with certain seed firms. One way to increase seed sales is to offer collections for special purposes, such as rock gardens, special color gardens, cut flowers, winter bouquets, fragrant gardens and herb gardens. The collections may be confined to annuals or to perennials or the two types may be combined. Lists of items for these special purposes will be found in tabulated form elsewhere.

Many kinds of bulbs, particularly gladioli, are now packaged attractively for handling in retail trade. Colored cellophane is sometimes used, the color of the wrapping indicating the color of the variety. A similar scheme is sometimes used for peony roots.

Merchandising Bulbs.

Other bulbous items for spring sales are dahlias, American Gem and other dwarf bedding varieties offering special possibilities (some growers may be able to supply you with small plants of the bedding dahlias, such as the Coltness hybrids, from spring-sown seeds); Caladium esculentum, the elephant's ear; certain hardy lilies (a list of those suitable for spring planting appears elsewhere; encourage planting lily bulbs as early as the ground can be made ready); tuberoses, Hyacinthus candidans, summer hyacinth; Ismene calathina, known by such common names as spider lily, basket-flower and Peruvian daffodil; canna, montbretias, tritomas, tigridias, zephyranthes and bulbs of such climbing plants as Dioscorea batatas, the cinnamon vine; Apis tuberosa, the potato bean, and Boussingaultia baselloides, the Madeira vine.

Vegetable and bedding plants are now quite generally grown in small flats, each one holding a dozen plants. This is a convenient way to handle such stock. Inexpensive metal racks for holding flats are available, and these provide a neat and attractive way of displaying such material.

If you stock insecticides and fungicides, you will almost certainly be called upon to diagnose plant ailments.

However, this need not worry you insofar as insect troubles are concerned, for the few things to remember are comparatively simple. If the pests are eating the foliage (chewing insects), two control methods are possible—poison sprays or dusts or contact insecticides, such as the nicotine, rotenone, pyrethrum, derris, etc., preparations. If the contact type of spray is recommended, make it clear that the pests must be hit by the solution in order to be killed, whereas a poison spray or dust will help kill the pests as long as the material stays on the foliage.

If worms or bugs are working on blooming plants, it will be better to avoid the nicotine preparations, as they are likely to discolor the flowers. Most of the other contact sprays can be safely used, though, and the poison dusts are adapted in such cases also.

Advice to Gardeners.

Where pests that do not eat the foliage (sucking insects) are giving trouble, such as green, red, brown and black aphids (often referred to as plant lice), which are among the commonest garden insects, advise the use of a strong contact insecticide, such as those already mentioned.

For rose troubles, the all-purpose dusts sold under various trade names are about as dependable as anything. These will control mildew, leaf spot and chewing insects (those that eat the foliage), and if nicotine is included in the dust, it will control aphids and similar pests as well.

That covers the commonest garden troubles. If more complex problems arise, feel free to send affected plant specimens to your state agricultural college or experiment station for diagnosis. The staffs there will be glad to assist you, telling what the trouble is and how to combat it.

Nurserymen contemplating a complete garden department should consider the following lines, in addition to all of the items already mentioned: Tools and accessories, particularly pruning shears, flower scissors, hand trowels and cultivators, plant supports, labels, grass shears or snips, broom and steel rakes, hoes, fertilizer spreaders and hose nozzles. Sets of hand tools are available in cardboard containers, which makes them easy to handle.

In spraying and dusting equipment,

to supplement the sprays and dusts you handle, you should carry at least one inexpensive hand compressed air spray-er and a simple duster. These are available at quotations that will allow you to retail them at extremely moderate prices.

Other miscellaneous items present themselves for consideration. Bird houses, trellises, archways, garden gloves, decorative markers, hose and fittings, hedge trimmers, garden pottery and furniture, books, aquatics and pool fishes. A condensed list of good garden books to handle accompanies this article.

Sources of Information.

In collecting cultural information to assist you with the service end of a garden department, you can make use of the large retail seed catalogues. They are literally packed with valuable information. Tables of planting dates for vegetables and flowers are nearly always to be found in such publications. In this respect, be sure to use the table from a catalogue of a firm in your locality or at least in your latitude.

Planting instructions and illustrations of how these operations can best be done will be found of great assistance to you in giving advice on this phase of the work. A perusal of the "Catalogues Received" column in this magazine for the past two months will guide you to valuable publications or if you prefer to write in, the names of a few firms in your region that issue valuable catalogues will be sent to you.

The plant illustrations in these catalogues can often be used on labels to aid in selling little known plants and bulbs or new varieties of well known subjects.

Other valuable sources of information on a wide variety of horticultural subjects are the state agricultural colleges and universities and the United States Department of Agriculture. These institutions issue many bulletins, pamphlets and special circulars, most of which can be obtained free for the asking. If you are not interested in these for your own information, most of your customers will be glad to know that such publications are available. It is suggested that you write to your state agricultural college, asking for a list of the bulletins and pamphlets on garden matters that are available. This list, together with the information on how to get the publications, can be posted in your shop or can be the subject of a special mailing piece to send to your regular customers this spring. Of course, if you have spring mailing pieces in preparation or under consideration, this list can be incorporated in one of them.

LIST AIDS PROPER MARK-UP.

This year's wholesale price list from the Princeton Nurseries, Princeton, N. J., operated by William Flemer's Sons, Inc., is presented in retail form, with a discount to wholesale customers of thirty-three and one-third per cent, so that retail prices may be more easily established by those unacquainted with nursery costs.

In the explanatory pages in the front of the catalogue appears this interesting statement of the new form:

"We believe too much business has

ROCK GARDEN ANNUALS.

Ageratum
Alyssum, Sweet.
Antirrhinum, Rock Hybrids.
Candytuft.
Cheiranthus Allionii.
Dianthus, various.
Dimorphotheca.
Lobelia.
Marigolds, Dwarf.
Petunias.
Portulaca.
Sanvitalia procumbens.
Thunbergia alata.
Zinnias, Dwarf Hybrids or Red Riding Hood.

SEED COLLECTIONS TO BOOST SALES.

CUT FLOWER ANNUALS.

Asters.
Calendulas.
Calliopsis.
Centaureas.
Cosmos.
Dahlias, Coltness and Unwin's Hybrids.
Dianthus, Garden Pinks and Carnations.
Larkspur.
Nasturtiums.
Phlox.
Snapdragons.
Zinnias.

WINTER BOUQUET.

Acroclinium roseum.
Ammobium aitatum.
Gomphrena globosa.
Helichrysum.
Physalis Franchetii.
Rhodanthe.
Salvia farinacea.
Statice Bonduellei.
Statice sinuata.
Xeranthemum.

HERBS.

Anise.
Basil, Sweet.
Borage.
Caraway.
Chamomile.
Dill.
Lavender.
Marjoram, Sweet.
Mint.
Peppermint.
Rosemary.
Sage.

FRAGRANT FLOWERS.

Alyssum, Sweet.
Clove Pinka.
Heliotrope.
Mignonette.
Nasturtium Golden Gleam.
Nicotiana.

COLOR GARDEN COLLECTIONS.

BLUE AND YELLOW

Blue
Ageratum
Centaurea Cyanus,
Blue
Cynoglossum amabile
Larkspur
Lobelia
Yellow
Calendula
Calliopsis, Crown of Gold
Eschscholtzia
Marigold
Nasturtium Golden Gleam or Golden King

BLUE AND WHITE

Blue
Ageratum
Centaurea Cyanus,
Blue
Cynoglossum amabile
Heliotrope
Larkspur
White
Alyssum, Sweet
Candytuft
Larkspur White Spire
Nicotiana Snowstorm
Petunia, White Bedding
Phlox Drummondii alba

PINK AND WHITE

Pink
Centaurea Cyanus,
Pink
Crepis barbata rosea
Larkspur Exquisite
Pink Improved Lavatera splendens
rosa
White
Alyssum, Sweet
Larkspur White Spire
Nicotiana Snowstorm
Petunia, White Bedding
Phlox Drummondii alba

WHITE

Alyssum, Sweet
Candytuft
Larkspur White Spire
Nicotiana Snowstorm
Petunia, White Bedding
Phlox Drummondii alba
Zinnia pumila Snow Ball

ORNAMENTAL GRASSES.

Agrostis nebulosa—Cloud Grass.
Brisa maxima—Quaking Grass.
Cox Lachryma-Jobi—Job's-tears.
Eragrostis elegans—Love Grass.
Hordeum jubatum—Squirreltail Grass.
Lagurus ovatus—Hare's-tail Grass.
Pennisetum longistylum—Fountain Grass.
Pennisetum Ruppelianum—Purple Fountain Grass.
Trichloaena rosea—
Zea japonica—Variegated Corn.

LILIES FOR SPRING PLANTING.

Auratum.
Elegans and its varieties.
Henryi.
Philippinenense formosanum.
Regale.
Speciosum.
Speciosum Album.
Speciosum Magnificum.
Speciosum Melpomene.

Speciosum Rubrum.
Sulphureum.
Superbum.
Tenuifolium.
Tenuifolium Golden Gleam.
Tigrinum.
Tigrinum Flore-pleno.
Tigrinum Fortunei Giganteum.
Tigrinum Splendens.

BOOKS SUGGESTED FOR RESALE.

- "All About Flowering Bulbs," by T. A. Weston.
- "The Book of Annuals," by A. C. Hottes.
- "The Book of Bulbs," by F. F. Rockwell.
- "The Book of the Delphinium," by John F. Leeming.
- "The Book of Perennials," by A. C. Hottes.
- "The Book of Shrubs," by A. C. Hottes.
- "The Book of Trees," by A. C. Hottes.
- "Chrysanthemums under Glass and Outdoors," by Alex Laurie.
- "Modern Dahlia Culture," by W. H. Waite.
- "Evergreens," by F. F. Rockwell.
- "Garden Club Manual," by Mrs. Frederick Fisher.
- "Garden Maintenance," by H. Stuart Orloff and Henry B. Raymore.
- "The Garden Notebook," by Alfred Putz.
- "1,001 Garden Questions Answered," by A. C. Hottes.
- "New Gardens for Old," by H. Stuart Orloff and Henry B. Raymore.
- "The Gladiolus," by A. C. Beal.
- "Home Flower Growing," by E. C. Volz.
- "Success with House Plants," by Jane Leslie Kift and Karin B. Hedenburg.
- "Irisca," by F. F. Rockwell.
- "Lawns," by F. F. Rockwell.
- "Lilies and Their Culture in North America," by W. N. Craig.
- "Peonies," by F. F. Rockwell.
- "Planning and Planting the Home Garden," by Pauline Murray.
- "Practical Plant Propagation," by A. C. Hottes.
- "Practical Landscape Gardening," by Robert B. Criddle.
- "The Rock Garden," by Louise Beebe Wilder.
- "Rock Garden and Alpine Plants," by Henry Correvon.
- "How to Grow Roses," by Robert Pyle, J. Horace McFarland and G. A. Stevens.

been done at little profit or at a loss, and in presenting our 1934 spring price list in retail form, we have endeavored to give our wholesale customers (who take the bulk of our production) an opportunity to easily figure their selling prices at a profit, realizing that they are being covered by a mark-up of fifty per cent.

For example—A retail price of \$1.50 less thirty-three and one-third per cent is \$1—add a mark-up of fifty per cent and you have \$1.50.

This is suggested as the minimum percentage that will permit you to handle the stock, pay your overhead, taxes, and include a modest profit. It

really should be higher, but in these days of keen competition it is better to take half a loaf instead of none. This whole set-up is the result of long, careful planning. We will appreciate your comments and welcome any constructive criticism."

William Metzger & Sons have taken over the properties of the Illinois Nurseries, at Henry, Ill. Their new holdings include seven acres of ground, greenhouse and packing sheds. William Metzger, who was employed as director in the Sisterville, W. Va., schools, will manage the newly acquired property.

Nurserymen Exhibit at Spring Shows

While Not So Numerous as They Should Be, Interesting Displays Are Being Made at the Flower and Garden Shows

The big flower and garden shows this spring started in the middle of March and will continue until the latter part of April. Those this month are at Baltimore, April 4 to 8; Chicago, April 7 to 15, and at Rochester, N. Y., April 14 to 22, the last being the annual national flower and garden show sponsored by the Society of American Florists, during which is held its convention.

At some of these exhibitions, nurserymen capitalize on the interest aroused among the gardening public by staging displays either in the competitive classes or in the commercial section. The nursery exhibits, however, are by no means so numerous as they should be. The public can be sold to a much greater extent on the planting of shrubs and trees by means of the so-called gardens at the spring shows. Even if the nurseryman cannot undertake so pretentious an exhibit, he can make a smaller planting or display specimens to capture attention. Brought into leaf in a local greenhouse, deciduous shrubs and trees can be shown, and some herbaceous perennials flowered in similar manner.

The following notes on nurserymen's exhibits at the shows held in March indicate the variety of displays staged:

At Detroit.

Greeted with a driving snowstorm, the 1934 edition of the annual North American flower show, despite the weather, made a good start Saturday, March 17, at Convention hall, Detroit, Mich.

Among the gardens of much interest was the naturalistic semirock and water garden of the Alpine Gardens, Grosse Pointe, Mich., which occupied about 5,000 square feet of space. Much fine plant material was well used in the arrangement by Werner Hoy. The design was applicable to the small city lot and attracted much attention with its naturalistic waterfall.

A. J. Stahelin's fine garden, designed by Charles Le Sure, could be placed in the normal city lot. Through restful avenues, one observed the rose beds at the extreme ends of the garden, and through the center in natural lines flowed a tranquil stream, along which were planted many groups of gerberas, trollius, Kurume azaleas, calceolarias, croci, muscari and other bulbous plants. Mention must be made of the fine gerberas, which were pot-grown and averaged more than a dozen flowers to a plant. A Habitant fence was used for a background, against which shrubs, evergreens, perennials and annuals formed a pleasing effect.

A distinctive formal garden by the Coryell Nursery, Birmingham, Mich., covering about 1,000 square feet, was well designed, with a square walk arrangement, an unusual figure and benches. Some well forced lilacs, Marie Legraye and Ludwig Spaeth, were featured here.

The Greening Nursery Co., Monroe, Mich., had two beautiful groups of specimen boxwoods, one group at each entrance, which attracted much at-

tention from the visitors. An interesting folder on old English boxwood and its history was distributed.

The Pontiac Nursery Co., with its arrangement covering 3,000 square feet, presented real evidence of its ability to build a back yard into an unusually delightful spot. The set-up showed a lovely lawn, a rock and water garden, a secluded playground for children with all of the usual toys, the rear terrace of the home and a garage. An arborvitae hedge and a white fence set off a new car of popular make. B. J. Manahan and Robert Essig deserve credit for this layout.

B. Kuiper's formal wall garden, occupying 1,500 square feet, with a pool and fountain, brought out much fine detail of the planter's craft in the art of arrangement and selection of material. A beautiful canopy effect obtained with a flowering dogwood having a spread of eighteen feet was the feature of the garden.

The Sunset Water Gardens, Holly, Mich., incorporated a front rock arrangement with various-size pools, showing the many types of aquatic plants they offer. Back of this arrangement were many tanks containing a complete line of the unusual tropical fish offered by them.

A well arranged rockery nook containing much fine material in full bloom and covering 500 square feet attracted much attention. This was done by Hav' Alook Gardens, Fowlerville, Mich.

The Wolverine Tree & Landscape Co., Royal Oak, Mich., prepared a scene of the northern woods, with a fine log cabin, in front of which was a babbling brook. This was so naturalistic that one expected to see a trout break water any minute.

Carter's Farm & Nursery, Armada, Mich., created a miniature replica of a pretentious northern Michigan cabin, plus the natural woods and the native ground covers.

The Monroe Nursery Co., Monroe, Mich., had a formal terrace garden, with a bricked terrace and a pergola for background. A formal fountain pool was in the center, and the selection of plant material offered much of interest to visitors.

The Edelweiss Gardens, covering about 2,500 square feet, had a large and well designed naturalistic wild rock garden, with falls and a pool that drew much comment from the public.

At New York.

The twenty-first annual International flower show opened in the Grand Central Palace, New York, Monday afternoon, March 19, to continue through March 24.

The layout of the show was not materially different from that of the other shows of recent years. The big rock gardens formerly located at the rear of the main floor this year confronted visitors at the entrance, and some of the aisles were wider. Four floors of the

building were occupied, providing a floor space approximating four acres or more.

Bobbink & Atkins, Rutherford, N. J., had several exhibits. One was a rock garden covering 450 square feet, carrying a generous display of rock garden plants and a background of evergreens, with conifers. Another was a large rose garden, with a turfed center, covering 500 square feet. The same firm also staged an azalea garden, with the plants arranged as a border for a turfed center having a bronze figure and a garden seat; the background was of dogwoods, fruit trees and shrubs. The firm's largest exhibit was a 1,000-foot garden, bordered with azaleas and rhododendrons. A fountain pool was in the center, bordered with aquatics and perennials. A summerhouse at one end was flanked with rhododendrons and dogwoods, and the other end of the garden was similarly flanked.

Henry A. Dreer, Inc., Riverton, N. J., staged a group of the new rose, Crimson Glory, planted in pots. The rose exhibits by private growers were of unusual excellence.

Stumpf & Walter Co., New York, staged a handsome garden. A flagged pavement ran from a gate entrance to a rocky retreat with natural stone steps. Conifers and deciduous trees were used as a background for borders of perennials.

At Boston.

The New England spring flower show opened March 12, in the Mechanics building, Boston, Mass., a larger exhibition than a year ago despite the most rigorous winter in generations just past.

Filling the stage in the grand hall and stretching down to the main floor was an admirably conceived and arranged setting for an old New England farm homestead, from Tow Path Gardens, Inc., Hartford, Conn. Mr. Eddy, in arranging this, had the biggest task of any exhibitor and had severe weather to contend with in transporting enormous white lilacs and viburnums, as well as an amazing number of other shrubs, herbs, bulbs and some vegetables, with the necessary grass, a well of the old type and numerous other accessories. This display received the gold medal of the show, as well as the gold medal of the New York Horticultural Society for the most beautiful exhibit.

Directly below this farmstead exhibit, on the main floor, was Breck's garden of annuals, covering 1,000 square feet, with a boxwood border and a pleasing lawn. Here was to be seen about every annual in the catalogues, splendidly flowered and charmingly arranged. Adjoining was a garden of similar area from the Cape Cod Horticultural Society. At the back was an evergreen planting, from which rose numerous stately spikes of *Lilium regale*. On either side were wide borders of splendidly flowered Ellen Poulsen roses. The border here again was of boxwoods.

In the rock garden class, Corliss Bros., Inc., Gloucester, Mass., won, re-

straint in planting and water effects being good. E. E. Randall, Reading, Mass., followed.

For a garden of succulents and cacti, White & Johnson, Wakefield, Mass., were first, and F. I. Carter & Son, Tewksbury, second. The Cherry Hill Nurseries, West Newbury, Mass., were first for a foundation planting, Breck's was second and the Milton Nurseries, Milton, Mass., were third.

For a garden with lawns, shrubbery borders, flower beds, etc., Mrs. Homer Gage was first in the amateurs' section, while in the trade section gold medals and prizes went to H. J. Borowski & Sons, Norwood, for an arrangement in which were beautifully flowered *Cornus florida*, azaleas, rhododendrons, *Daphne Cneorum*, etc., with water effects. W. C. Curtis had a naturalistic planting, mainly of native material. Snowflake Gardens were the third exhibitors in this fine class.

At Philadelphia.

The Philadelphia show, opening at the Commercial Museum on March 12, also was the largest of the series held in that city.

The show was an indoor landscape view of magnificent proportions, formed with the choicest material. The view from the elevation in front of the villa up the broad avenue bordered by tall hemlock hedges and stately oaks was exceptionally fine. Beauteous were the gardens filled with the choicest shrubs and plants in full bloom, the refreshing green of foliage and grass predominating.

Evidences everywhere showed the landscape gardener's practiced hand. Curved walks, vistas, the hedge-inclosed acacias, a picture in itself, and the screening of the orchestra, these were the striking features of a magnificent display made by experienced exhibitors. It was a show worthy of Philadelphia, a show of which all those connected with it may well be proud.

Bobbink & Atkins, Rutherford, N. J., occupied the entire center aisle on both sides, from the entrance all the way to the villa at the extreme end. Their arrangement of magnificent material was highly effective. Their garden in the middle of the center aisle was planted with azaleas, standard and dwarf, in a variety of types, interspersed here and there with flowering cherries, peaches and apples. Rhododendrons were used at the ends, with ivy in front. The most striking innovation was the use of ivy all the way through the center of their garden, giving a clear view from end to end and setting off the colors and the height of the azaleas and rhododendrons. Shrubbery was used at the ends. Opposite the gardens on both sides was a narrow terrace with ivy at the top, broken here and there by a recess in which a bench was placed.

In the center of the hall, exactly in the middle of the garden of Bobbink & Atkins, was a beautiful lily pool, tastefully arranged by Henry A. Dreer, Inc., with a fountain in the center.

Henry A. Dreer, Inc., exhibited a rose garden superior to anything it ever showed in the past. The new rose, Mrs. J. D. Eisele, was given the place of honor in the front on both sides of the central walk. Farther back were a pool and fountain, with handsome standard roses in a number of varieties. Many other varieties of roses were exhibited in this beautiful garden, which had as a

background a wall of solid masonry. The Dreer exhibit of California seedling roses and European roses was near by.

The blue ribbon for a natural garden went to La Bar's Rhododendron Nurseries, Stroudsburg, Pa., for a reproduction of exactly what everyone sees there in summer. The second prize in this class, the red ribbon, was won by Adolph Muller, of the DeKalb Nurseries, Norristown, Pa., who created a woodland scene, to which were added English holly in the foreground and azaleas in the background.

The Outdoor Art Co., Flourtown, Pa., displayed an informal garden planted with evergreens and shrubs in which jagged rocks played their part. At an opening in the dense green were displayed the bright colors of azaleas. This garden was third-prize winner in the class mentioned.

Derrick Hengel, King of Prussia, Pa., finished both sides of a winding aisle with displays that won two blue ribbons; they were rock gardens covering considerable space. On one side was a stream flowing through rocks, with plantings of cedar, birch trees and the like and a few wild flowers. On the other was a formal rock garden, planted with all the rock garden plants known to the expert. Both plantings were extremely well done.

The terrace garden of Bunting Nurseries, Inc., Selbyville, Del., won the firm a second prize, and for informal plantings of not less than 800 square feet each, with any naturalistic arrangement of plants, there were three prizes: First, La Bar's Rhododendron Nursery, Stroudsburg; second, Adolph Muller, Norristown, and third, Outdoor Arts Co., Flourtown. Derrick Hengel took a first prize with a rockery of not less than 800 square feet.

Vick's Wild Gardens, Glenmore, Pa., displayed a few varieties of wild flowers growing under natural conditions.

Among trade exhibitors at the Philadelphia flower show were the Bartlett Lifetime Tree Surgery, Cynwyd, showing spraying and tree surgery; the Vigoro department of Swift & Co., showing a house and lawn; the National Glove Co., Columbus, O., displaying gloves for the garden; Acetol Products, Inc., New York, demonstrating the use of Cel-o-Glass, and Colmery & Post, displaying insecticides and Dogz-off.

The Cheltenham Nurseries, Cheltenham, displayed miniature plants. At the booth of Henry A. Dreer, Inc., were exhibited small azaleas and miniature plants. Also, new seedling roses from California and Europe were shown by Henry A. Dreer, Inc.

HARRISONS' HALF-CENTURY.

Harrisons' Nurseries, Berlin, Md., this year celebrate their golden jubilee, the business having been founded in 1884. In the annual nursery book of this firm, which bears the descriptive phrase, "Largest growers of fruit trees in the world," and the further words, "Over 5,000 acres in nurseries and orchards," is presented this interesting historical foreword:

"In the year of 1884 Joseph George Harrison founded Harrisons' Nurseries in a modest way by planting an acre each of peach trees and strawberry plants.

"In 1886 his sons, Orlando and

George A. Harrison, formed a copartnership, being J. G. Harrison & Sons, and it was the vision, foresight and undaunted courage of the sons which was responsible for the rapid and huge growth of the young, nationally known organization.

"Experts were employed for the proper operation and development of the various departments and new lines of horticultural items were added for propagation from year to year. The sales rapidly increased, thereby making it necessary to grow larger volumes of nursery products, consequently purchasing additional farms. It was fortunate for the progressive proprietors that Berlin, Maryland, has the best soil and an unusually favorable climate for the proper growth and development of horticultural varieties, with ample labor. The success was due to growing products of superior quality with experienced nurserymen and by selling them at reasonable, attractive prices to their customers throughout the several states of the Union, as well as foreign countries. Senator Orlando Harrison was the executive and personally supervised the sales and the packing houses, while Honorable George A. Harrison was personally in charge of the propagation and growing one of the largest and most complete lines of nursery stock throughout the nation. He was known as the best grower in America and his reputation was international.

"Orlando and George A. Harrison were the pioneers in planting and developing commercial peach and apple orchards on a large scale in the east.

"The present owners, being G. Hale, Henry L., Orlando, John L., Joseph G. and Burbage Harrison, are practical nurserymen and orchardists, especially trained in horticultural pursuits. They are in personal charge of various departments.

"We are also operating one of the largest aggregations of highly developed commercial peach and apple orchards in the east."

"BLACK" ROSE PATENTED.

Included among recent plant patents was one for a "black" rose, as reported by Rummel, Rummel & Woodworth, Chicago patent lawyers:

87. Rose. Max Krause, Hasloh in Holstein, Germany, assignor to the Conard-Pyle Co., West Grove, Pa. Filed November 20, 1933. Serial No. 688,009. One claim. A new variety of rose plant characterized by the distinct nearly black color of its bloom and the persistence of this color, without fading, until the petals fall.

88. Seedless grape. Leon O. Bonnet, Berkeley, Cal. Filed July 15, 1932. Serial No. 622,652. One claim. A seedless grape, the vine being characterized by its semierect growth and by its bearing of generally pyramidal shape clusters of relatively large and substantially seedless berries, which are of a greenish tint at full maturity, the vine being further characterized by its deeply 5-lobed leaves, which are pubescent on all veins on their lower sides, and by the fact that the petiole sinus of each leaf is of general U shape.

89. Pendulous Juniperus scopulorum. Carl Burton Fox, Tulsa, Okla., assignor of one-fourth to George X. Frey, Santa Fe, Mexico. Filed January 6, 1931. Serial No. 507,034. A Juniperus scopulorum tree characterized by the extremely slender pendulous branches.

RICHARD R. WILLIAMS, Tacoma, Wash., is seeking election to a 4-year term as a member of the local park board.

R. J. CLAY, Portland, Ore., field secretary of the Pacific Coast Association of Nurserymen, recently addressed the members of the Portland Advertising Club, on that organization's "flower day."

Laws on Unfair Practices

Charles Hammersley, Milwaukee Attorney, Discusses Trade Practices and Corrective Legislation Recommended to Wisconsin Association

When it was suggested that I talk on legislation needed to control unfair competition in the nursery business it reminded me that for more than thirty years I had felt that something was wrong with the nursery business. During this period of time I had been on the receiving end and had spent hundreds of dollars for plants and trees, some of which never showed any life, many of which were untrue to name and some of which were infected with diseases of different kinds. So, of course, I have a preconceived idea of some of the nurserymen's failings. I presume that most nurserymen believe that their business methods and practices are almost perfect, and it is with no desire to be unkind to them that I am going to make the following suggestions.

Assuming that there is need of some control to prevent unfair competition, this may be brought about either by legislation enacted by the state legislature or by adoption of a code under the national recovery act. Public interests require such legislation in connection with the nursery industry for the same reason that the pure food and drugs act was enacted. Nursery stock by nature is of such character that the quality, condition and value are not apparent to the average purchaser, so that he is entirely at the mercy of the nurseryman or perhaps of the person selling the nursery stock. Certain practices have grown among less scrupulous nurserymen that create unfair competition with those engaged in the business who would like to have it operated on a higher plan.

Some Unfair Practices.

Department stores are now selling nursery stock and plants to a great extent. Most of the men in charge of these departments could not tell a currant bush from a spiraea or an apple tree from an elm. They buy the stock wherever it can be bought the cheapest, advertise cheap prices and unload the stock on the public. The quality of the material which they merchandise is not better and no worse than the material sent out by mail-order nurseries. Both handle plants which are entirely too small to succeed in a permanent plant-

The average department store is handicapped by not having a cool place in which to store the stock pending the sale. The stock is generally retained in storage over a long period of time, the roots become dried out and there is little chance of making the stock grow at all, let alone make any vigorous growth. It is true that this has been overcome to a large extent by the practice of dipping the plant roots in paraffin wax, which prevents evaporation. If this stock is turned over rapidly I doubt if it is greatly injured by the storage in a department store.

When it comes to larger balled and burlapped material which is handled by department stores, the practice is no worse than that of the average oil station or the wayside nursery stand, which

leaves the plants exposed to the sun and wind for days at a time, and the unsuspecting purchaser is often investing in plants which are actually dead when he buys them. Undoubtedly this condition could be cured by the requirement that all dealers be compelled to keep their stock in such a manner that it will not be dead or half dead when they deliver it to their customers. Evergreens with a ball of earth should be set in beds of peat moss or some other moisture-retaining material. Shrubs and plants should be put up in packages wrapped in such a manner as to prevent drying out or should have their roots plunged in a bed of peat moss.

Department stores are not the logical place to handle nursery material. They are not equipped for the proper handling and are not giving the customer what he pays for.

Some Nurseryman Sold It.

A situation like this will find its own level in due time. In the meantime, the wholesaler has lost his legitimate customer, the retail nurseryman, by underselling to the department store. As far as department store selling is concerned, department stores cannot be held to blame for all of the evil practices which have grown up around their part of the nursery business. Naturally, they cannot sell their stock any cheaper than they bought it. They would not sell it at a price which causes such great alarm among local nurserymen if some nurseryman did not try to unload surplus stock in this way. The natural laws of the survival of the fittest will eliminate many nurserymen who do not deserve to be in business, anyway.

The department stores have adopted the system of putting up roses, shrubs and trees in cardboard boxes with a beautiful picture on the outside. This is something that perhaps could be classified as "fooling the public," but when these stores go so far as to state that they have already planted a rose or shrub for the public and that this way will be more successful than buying the stock from the nurseryman, they are going too far and nurserymen have a right to object to such propaganda.

However, if these roses or shrubs are put in these packages and then sold within a week, they may be just as good as though the stock was bought from the nursery warehouse. The selling system in department stores makes it possible for quick introduction to the public, which the nursery, of course, cannot do.

Stock Too Small.

Another practice confined more to 5-and-10-cent stores than to the department stores is the selling of small shrubs and plants like Spiraea Vanhouttei at 10 cents each. Perhaps there is no more objection to this than their selling house

dresses for \$1 apiece. In both instances the people are getting value received. They are simply making a poor investment. Perhaps the selling of plants in these stores actually whets the public appetite for more material of a better grade. For instance, they will sell 1-year-old Spiraea Vanhouttei at a minimum price, but the plant fails to succeed for the customer largely because it is too small to be placed in a permanent planting. The customer will then proceed to purchase a 2 to 3-foot or 3 to 4-foot plant, which he should have done in the first place, and stock of this grade is available in nurseries only, as a rule.

While I feel the department store is somewhat detrimental to the nurserymen in some ways, on the other hand, the public, after buying certain plants from the department stores and having no results, will eventually come back to the nursery. So this may lead in time to direct business to the nurseries.

To go back to the rosebush racket. The rose grows so readily in certain sections that there is an overabundant production of what the trade knows as No. 3's, the odds and ends and sweepings of the trenches. These poor plants ought to be burned, just as trash is burned anywhere in the world. But a good many of them come north and get into the cheaper packages and are sold by the 5-and-10-cent stores and the department stores, which do not have a department of conscience to give a black eye temporarily to the rose. But most of the time the man who has bought a rose for 10 cents or some such price comes to realize that he got all he paid for and he will likely later buy a decent rose with some responsibility back of it.

What of the Buyer?

Now what does this mean to the 1934 nursery stock buyer? It ought to mean that he will buy with intelligence the varieties he wants, of merchants who put character and integrity back of their offerings. If they have California, Texas or Oregon roses to offer him, they ought to be able to assure him that the plants have been carefully dug, carefully protected and have not been exposed at any time to the drying out that the cheap nurseryman permits because he does not care what happens.

What can be done to prevent the things what we have found are wrong with the merchandising of nursery stock? The wayside nursery stands are often the worst source of unfair competition. In this section, and generally throughout the country, men hire a piece of ground for the season, many times opposite an established nursery, and remain there for two or three months, paying no taxes, while the established nursery is there the year around and has to pay heavy taxes. I believe a license fee of at least \$200 per year should be required from every merchandiser of nursery stock that does not grow all of his own stock, and I believe that each village, city or town should also exact a

license fee from dealers and especially from these wayside nursery stands.

Legislation Required.

Among other things this legislation should prohibit are the following:

1. The sale of mislabeled material.
2. The sale of plants collected from wild and represented as nursery-grown.
3. Any misrepresentation of the number of times the plants have been transplanted.
4. The shipment of plants on consignment.
5. The sale of plants the roots of which have been frozen and which fact would be determined by inspectors.

And it would compel:

1. The protection of plants from exposure to heat and drying in the interval between the digging of the plants and the receipt by the consumer.
2. The name and address of the producer to be attached to the plants sold.
3. A statement as to whether the plant has been in storage or freshly dug from the field and the date of digging.
4. Nurserymen to grade to the standards set by the American Association of Nurserymen.
5. A statement as to whether plants have been grafted or grown on their own roots. If grafted a specification of the kind of understock on which they have been propagated.

Whether or not these provisions are made a part of a state law or a part of the nurserymen's code is immaterial. Perhaps a nurserymen's code covering these points will be the most effective method that can be adopted. Under the laws of Wisconsin a majority of the nurseries have a right to adopt such a code and the governor of the state must approve it. And inasmuch as the legislature is now out of session it is my suggestion that such a code be prepared and approved by the governor.

Nurserymen's New Deal.

Let the nurserymen try the new deal which the nation is applying to its affairs. A new code has been written into the industrial and commercial life of our nation within the last year known as the national recovery act. It is safe to say that no living man can begin to compute the far-reaching effects of this historic new code written into fourteen different federal laws in three months of a history-making Congress during 1933. Up to this time good business, so-called, that sprang from the fields of industry and commerce had come to recognize but one undeviating law, namely, "Get the money, no matter how you get it, but get it." Every conceivable device of unfair practice fostering dishonesty and intentional falsehood was adopted and ultimately was absorbed into practically every industry, every field of commercial activity as a working principle or as good business. And the nation naturally found itself poised at the brink of an engulfing human cataclysm, the unescapable result of it all.

Honesty, ethics, human values were

words to talk about in theory, but to scoff at in business practice.

The duty of pursuing fair practice has become an unescapable one. The burden of responsibility rests on everyone individually. It cannot be shunted to a group responsibility, even though the group, too, shall be held responsible. Whoever believes that national development and prosperity are merely so much opportunity for his individual prosperity to the injury of others will find himself rudely awakened, perhaps fatally pierced by the keen edge of his own trade or association code.

Everyone can be fair, honest and square-dealing from natural choice, or they may be made to be so by rigid law, or if too incorrigible, may be driven out of the field of any business with which they are identified.

Useful industry and useful service must and will characterize all fields of human endeavor in this country from now on, no matter what line one may be engaged in.

Count that man or woman a public enemy who again will try to turn us back to the old order of unfair competition.

News from the Capital

NATIONAL ABORETUM.

The purchase of land at the national arboretum at Washington, D. C., has been progressing as rapidly as the legal processes of land transfer permit. Since January 1, 1934, four tracts have been purchased aggregating 118 acres. Two tracts containing a total of seventy-eight acres are in process of purchase. When the purchase of these tracts has been completed 386 acres of land will have been acquired for arboretum purposes besides such portion of the drained Anacostia marshes as may be added. The total area of marshland involved in this drainage reclamation is 640 acres. Part of this will be a water area and part of it is desired by the city authorities for playground purposes. The remainder will be available for designation by the President for arboretum use.

"This news is good cause for rejoicing," asserts Robert Pyle, chairman of the botanical gardens and arboreta committee of the American Association of Nurserymen. "The total area now available for a national arboretum will provide a tract of 1,026 acres.

"It has been almost ten years since the American Association of Nurserymen appointed its committee, with J. Edward Moon as chairman, to work for the establishment of a national arboretum. That committee has made appeals to practically every administration since, the first purchase of land having been made during the term in office of President Calvin Coolidge. Other horticultural organizations and especially the Garden Club of America have also been working for the same objective and now share our gratification over this achievement.

"Those familiar with the situation are pleased with the definite interest in this project on the part of the bureau of plant industry. There is a vast amount of work ahead, and it is to be hoped that interest in the promotion of this project on the part of horticulturists everywhere may continue."

BOTANIC GARDEN.

With reference to Senator Robinson's bill, No. 1839, providing for the transfer of the botanic garden in Washington to the Department of Agriculture, the committees representing horticultural interests are awaiting the announcement of the second hearing of the bill before the committee of the

Library of Congress, which at present has charge of the botanic garden.

Readers should be careful to distinguish that the small botanic garden located at the foot of the Capitol hill and to the west of Pennsylvania avenue at present has no connection whatever with the arboretum for which land has recently been purchased on the Mount Hamilton tract.

A report of the hearing of bill No. 1839 has already been presented in these columns. The interest in the transfer of the botanic garden to the Department of Agriculture has been intense and is shared, not only by the nurserymen's associations wherever the subject has been presented, but also by the associations of florists, national and otherwise; by the amateur interests including the Garden Club of America, by the state federations of garden clubs and the directors of the leading arboreta and botanic gardens of America. Among this group there has been nothing but unanimous support for the bill.

"The objection to the passage of the bill," reports Robert Pyle, chairman of the A. A. N. botanic gardens and arboretum committee, "appears to originate with one or two members of the Library of Congress committee of the Senate and of the House, supported by certain individual members of the Senate and of the House, who find in the present arrangement an opportunity for patronage both with reference to appointments and with reference to plants which may be provided for free distribution by Congressmen, and this is a prerogative and a privilege of which they wish not to be stripped."

"Hence, it is to be hoped that the friends of horticulture everywhere will request their Senators and Congressmen to work and vote for Senate bill 1839."

NO JURISDICTION OVER A. A. A.

The first ruling of the federal trade commission as a court of appeals on N. R. A. matters is interesting to those who favor the open price plan for the nursery trade. The implication seems to be that an open price plan would be permitted in a marketing agreement under the Agricultural Adjustment Administration even if it were barred in a code filed with the National Recovery Administration.

Report of the ruling appears in the following newspaper dispatch from Washington, D. C., under date of March 22:

"The federal trade commission, in its first major ruling since President

Roosevelt empowered it as a court of appeals for the 'little fellow' in business against alleged N. R. A. monopolistic practices, held today that it had no jurisdiction over Agricultural Adjustment Administration marketing agreements.

"The ruling was made in dismissing an appeal filed by the Sturtevant Ice Cream Co., Rock Island, Ill., for relief against provisions in the evaporated milk marketing agreement May 12, 1933.

"The problem of enforcing complaints against unfair methods of competition in A. A. A. rests with the Secretary of Agriculture and not with the commission," the ruling said.

CATALOGUES RECEIVED.

[In writing for a copy of any of the catalogues reviewed below, please mention that you saw it described in this column of The American Nurseryman.]

T. Kiyono, Crichton, Ala.—Wholesale price list, featuring azaleas and camellias, to which are added other evergreens, deciduous plants, palms, vines, bulbs, etc.

Charlotte Nurseries, Charlotte, Mich.—A neatly printed concisely worded descriptive price list of about 200 rock garden subjects. *Arabis alpina flore-pleno* is featured on the cover.

Hart's Nursery, Spencerville, Ind.—Annual catalogue, issued by Clyde and Carl Hart, specialists in the growing of strawberries and raspberries, offering besides these items, roses, perennials and gladioli.

Le-Mae Nurseries, Hampton, Va.—Wholesale price list of azaleas and broad-leaved evergreens and new and rare shrubs. Lining-out stock is included. A view of the firm's propagating and seed beds is reproduced.

William N. Craig, Weymouth, Mass.—Descriptive price list of hardy roses, perennials, rock and alpine plants, lilies, flowering shrubs, etc. Cultural directions head several of the groups, all notable for the up-to-date selections included.

D. & C. Hardy Plant Nursery, Westminster, Md.—"Patsy's" choice and rare alpines and perennials, potted and field-grown, priced wholesale. Rockery, low-growing and cut flower varieties are indicated.

Mount Arbor Nurseries, Shenandoah, Ia.—Bulletin No. 2 for 1934, listing general nursery stock. Special notation is made of the attractive prices quoted on fruit items, Chinese elm seedlings, certain ornamental trees and a group of specimen evergreens.

Princeton Nurseries, Princeton, N. J.—A 120-page retail price list of nursery items, with a wholesale discount of thirty-three and one-third per cent offered to the trade. Planting notes on native material make a valuable section at the end of the catalogue.

Evergreen Nursery Co., Sturgeon Bay, Wis.—Bulletin No. 1, a wholesale price list on evergreens, including seedlings, grafts, rooted cuttings and transplanted stock. A few deciduous items and perennials are added. The firm boasts nearly three-quarters of a century of operation.

Joseph F. Martin Perennial Nurseries, Painesville, O.—A 56-page illustrated catalogue, with a cover in four colors, featuring perennials, especially those adapted for cut flower production by florists. A section is devoted to design work accomplished with perennials at the Cleveland school of design of the F. T. D.

Park Nurseries, St. Paul, Minn.—"Home Landscapes," a finely prepared booklet designed to stimulate the development of outdoor living rooms. A comprehensive list of materials is provided, along with many half-tone views of home plantings. The nurseries are operated by Holm & Olson, Inc., St. Paul.

Harrison's Nurseries, Inc., Berlin, Md.—Annual nursery book, marking the firm's fiftieth year. A forward page relates some of the history of the firm, in which G. Hale Harrison is president, five other members of the family being associated with him. Fruit trees are the specialty of the nursery, ornamental nursery stock being grown also.

Kelsey Nurseries, St. Joseph Mo.—Spring trade list, offering a complete assortment of general nursery stock. Shade and ornamental trees for park and boulevard planting are said to be a specialty. With a large perennial list, mention is made of particular care given to packing. An index facilitates use of the catalogue.

F. & F. Nurseries, Springfield, N. J.—Source book and handbook on nursery materials, with full descriptive notes that indicate the general appearance of the subject and its chief characteristics. In tables at the back of the catalogue, a great deal of information is provided in compact form, such as heights of evergreens at maturity, plants for various locations, numbers of plants necessary in a given area and disease and insect control data.

"PAINESVILLE NURSERIES"



A SIDE from a complete line of general Nursery stock in every department, we specialize in:

FIELD-GROWN ROSES
FLOWERING CHERRIES
FLOWERING CRABS
FLOWERING THORNS
FLOWERING CORNUX
AZALEAS
DAPHNE CNEORUM
ETC.

MAPLES—Norway and Sugar.
SYCAMORE, ELMS, ETC.

Our production keeps abreast of popular demand.

Our products emphasize Quality.
Our prices speak for themselves.

The Storrs & Harrison Company PAINESVILLE, OHIO

Hillenmeyer Nurseries, Lexington, Ky.—Spring retail list featuring a selected group of planting materials. The publication is well prepared, with an especially inviting cover illustration. The list supplements the complete catalogue issued by the firm.

Forest Nursery Co., McMinnville, Tenn.—Bulletin No. 2 for the trade, listing evergreens, hardy flowering shrubs, forest and shade trees, forest tree seedlings, hedge plants and vines. This offers an alphabetical arrangement of stock, with many specialties marked for attention.

M. A. Hallauer, Webster, N. Y.—Descriptive list of hardy herbaceous and alpine plants, dwarf shrubs and bulbs. It offers a collection of rarities worthy of study by those seeking new material to offer the public. One of the largest collections of hardy plants in the country is here represented.

D. Hill Nursery Co., Dundee, Ill.—Retail and wholesale spring catalogues. The former, in the large size featured by the Hill Co., is replete with colored and half-tone illustrations and cultural information. The trade list, consisting of eight pages, itemizes two and three-times transplanted plants in a comprehensive selection of evergreens that includes many of the finer forms. April 1, it is said, usually marks the opening of the spring digging season.

William Borsch & Son, Maplewood, Ore.—1934 retail catalogue of hardy native and imported alpines and perennials, its fifty-six pages replete with offers of interesting material. Mention of a few of the high spots where varieties are numerous in the list would include asters, campanulas, dianthus, genistas, lewisia, pentstemons, phloxes, primulas, saxifragas, sedums and violas. Mention of all the individual rarities would be impossible. A forward page lists the new and unusual plants, bulbs and shrubs from foreign countries and the Pacific northwest.

Frank W. Campbell, Royal Oak, Mich.—A descriptive list, economically prepared, offering about thirty-five rare hardy plant bargains, including several new shrub items.

Hill Gardens, Kalamazoo, Mich.—Mimeographed list of field-grown border plants, for blooming this spring, and a collection of oriental poppies, some grown from seeds and others from root cuttings.

Ransom Nursery, Geneva, O.—Offers of the newer plants and seeds. The groups include baby evergreens and seeds, rare plant material, rare flower, bulb and lily seeds, dwarf cacti, evergreens for immediate effect and fifty #1 bargains.

L. E. Williams Nursery Co., Exeter, N. H.—1934 wholesale price list of collected and native trees, shrubs and other plants. Among the groups are bulbs, ferns, orchids, vines, ground covers and perennials. Nursery-grown evergreens, including broad-leaved varieties, and native shrubs are also sold. A specialty is made, it is said, of collecting tree and shrub seeds in season.

Rustic Gardens, Belding, Mich.—A pigeon-hole size catalogue of twenty-two pages, listing dahlias, gladioli, rock plants and perennials. The dahlias are said to represent only outstanding varieties, numbering among them a great many of the honor-roll dahlias and prize-winners at leading shows in the past two years. The offer is made to include sufficient naphthalene with all bulbs ordered this season, on request. The rock plants and perennials are restricted largely to those in greatest demand.

Shenandoah Nurseries, Shenandoah, Ia.—Spring wholesale trade list No. 1, as carefully compiled and as comprehensive as usual, covering fruits, ornamental and shade trees, shrubs, vines, roses, perennials and bulbous items, along with nurserymen's supplies. Special attention is called to the evergreens, described as three times transplanted, grown with plenty of room for development and properly sheared for producing compact and symmetrical specimens. Sweet and sour cherries are the best ever offered, mostly in 11-16 and 9-16-inch sizes, it is noted.

Low-growing Junipers

L. C. Chadwick Discusses Groups According to Habit of Growth and Describes Best Varieties

In a recent article the trailing junipers were discussed at some length, bringing out their important characteristics, growth habits and uses in landscape planting. Herewith will be discussed similarly the lower or slow-growing types, which range in size between the distinct trailing forms and the large erect-growing varieties of *Juniperus chinensis*, *scopulorum* and *virginiana*. Although the junipers are not easily differentiated into such groups, they can be so separated for the purpose of discussion.

The number of varieties of junipers which a nurseryman should stock is a question of major importance. In addition to the common types, new varieties are constantly finding their way into the trade and are added to the already too large list that the nurseryman feels he must stock to satisfy the demand of the buying public.

There should be no restraint on the production of new varieties of plants, but it might be well to establish some sort of registration bureau, where a new plant should be registered and approved before it finds its way into the trade. In such a manner, many of the inferior varieties would be restricted and approval given to only those that are distinctly better than existing varieties.

The choice of varieties is, of course, largely a matter of personal opinion, and the nurseryman may well feel that he is simply satisfying public demand and, to accomplish this, must stock at least in limited quantities all of the varieties. True as this may be, the nurseryman should be more than just a producer and distributor of plants; he should be an educator as well. The buying public depends considerably upon the nurseryman for the best selection of plants. Every effort possible should therefore be made by him to recommend only those plants which he knows will be satisfactory. If other than reliable types are sold, it should be done with the understanding that the results lie entirely with the purchaser. It would seem that such a procedure would eventually lead to a demand for the better plants and more satisfied customers.

It is difficult in the discussion of varieties to state definitely that a certain variety is entirely unsatisfactory. This is because varieties do better in some localities than in others; thus only generalities can be given.

The following varieties may be included in a list of the low-growing junipers. It is not at all exhaustive, but includes those commonly found in the trade. The nomenclature used is based upon that expressed in Alfred Rehder's "Manual of Cultivated Trees and Shrubs," L. H. Bailey's "The Cultivated Conifers in North America" and "Standardized Plant Names."

LOW-GROWING JUNIPERS.
Juniperus chinensis globosa, globe Chinese juniper.
Juniperus chinensis japonica, Japanese juniper.
Juniperus chinensis Pfitzeriana, Pfitzer juniper.
Juniperus communis canadensis (See *J. communis depressa*).
Juniperus communis depressa, prostrate juniper.
Juniperus communis depressa plumosa (See *J. horizontalis plumosa*).

Juniperus communis hibernica, Irish juniper.
Juniperus communis oblongo-pendula, weeping juniper.

Juniperus communis suecica, Swedish juniper.
Juniperus excelsa stricta, spiny Greek juniper.

Juniperus horizontalis depressa plumosa (See *J. horizontalis plumosa*).

Juniperus horizontalis plumosa, Andorra juniper.

Juniperus Sabina, savin.

Juniperus Sabina tamariscifolia, tamarix savin.

Juniperus Sabina Von Ehron, Von Ehron savin.

Juniperus squamata Meyeri, Meyer juniper.

Juniperus virginiana globosa, globe red cedar.

Juniperus virginiana Kosteri, Koster red cedar.

Juniperus virginiana tripartita, fountain red cedar.

A detailed description of the leaf characteristics and growth habits of these plants is not necessary, since, with few exceptions, they are quite common in the trade. There is also, with the exception of two varieties, little confusion in the correct nomenclature.

A study of the list will show that these plants can be divided roughly into six groups, as far as habit of growth is concerned. Since the habit of growth determines their use in landscape planting, they will be discussed in this way.

Six Groups.

The low spreading forms—*Juniperus chinensis japonica*, *communis depressa*, *horizontalis plumosa* and *Sabina tamariscifolia*—are adapted to low foundation plantings, for rock gardens, for facing evergreen border plantings and for evergreen beds. *Juniperus chinensis japonica*, the Japanese juniper, which was discussed with the trailing junipers, may be mentioned again here, since it may reach three feet or more in height. It is slow-growing and when used in sunny situations and in well drained soil is a satisfactory type. *Juniperus communis depressa* (*canadensis*), the prostrate juniper, growing to four feet or more in height, although usually less, with its flat-topped or vase-shaped form, is none too satisfactory, since it often becomes loose and open, losing its lower foliage, and appears to be quite susceptible to the juniper blight. The yellow variegated form is no more satisfactory than the type.

Juniperus horizontalis plumosa is perhaps the best of the low spreading forms. This plant is frequently listed under various names, as given in the alphabetical list. According to Rehder, the combination *Juniperus horizontalis plumosa* was published by him in the Journal of the Arnold Arboretum in 1925, based on the plant now appearing in the trade as *J. communis depressa plumosa*. This flat-topped depressed form, with scale-like green leaves, tinged purplish in winter,

is especially well adapted for the landscape situations mentioned for the group. It will do fairly well in shade, but is at its best in sunny situations. The tamarix savin, *Juniperus Sabina tamariscifolia*, while extremely attractive with its dark or bluish green foliage, should seldom be recommended because of its susceptibility to juniper blight.

The dwarf dense globose forms, *Juniperus chinensis globosa* and *virginiana globosa*, are well adapted for foundation plantings, especially as entrance plants. They can be used in this way as a substitute for the much planted Mugho pine. The globe red cedar, the commoner of the two, should be given sunny situations.

Narrow Erect Varieties.

The narrow erect forms of the common juniper, *J. communis hibernica*, *oblongo-pendula* and *suecica*, may be best used as accent points in the evergreen border and possibly the foundation planting. Even though they are common and much in demand, they are not entirely satisfactory ornamental plants. They frequently drop their lower foliage and become broken open or pulled apart by snow or heavy rains. The narrow upright forms of *taxis* are much better.

The broadly erect forms, *Juniperus excelsa stricta* and *squamata* Meyeri, are often demanded for foundation or border plantings, because of their striking habit of growth and foliage color. However, neither is entirely satisfactory, because of the fact that each frequently loses its lower foliage, especially if at all crowded or used in the shade, and in addition the Meyer juniper is rather susceptible to juniper blight.

In the wide flaring group, there are the common savin, *Juniperus Sabina*, and the new *Von Ehron* juniper, *Juniperus Sabina Von Ehron*. These two types are useful for foundation and bed plantings and as specimen and rock garden plants. The common savin, perhaps, has been overplanted, because of its failure to retain its lower foliage, becoming loose and open, and the fact that the juniper blight frequently disfigures the plants. It is best in limestone soils and in sunny or partially shady situations. The *Von Ehron* juniper is a more rapid grower, is of more open habit and appears to have overcome the faults of the common savin. If it retains its good qualities, following further testing, it will be an excellent type.

The large spreading forms, *Juniperus chinensis Pfitzeriana*, *virginiana Kos-*

NOVELTY ROSES!

GOLDEN CLIMBER COUNTESS VANDAL Leaders for 1933-34 BLAZE MARY HART SOUVENIR

Popularized by National Advertising

Ask for new Price List

JACKSON & PERKINS COMPANY, NEWARK, NEW YORK STATE

**NATIVE
Broad-Leaved Evergreens**

FOR SPRING SHIPMENT

We can furnish Nursery-grown and Collected
 Rhododendrons Azaleas
 Kalmias, Pieris Lilies
 Orchids Aquatics
 Ground Covers Vines

Our Wholesale Trade List is ready; if your copy has not arrived, please advise us.

Native Plant Material can be furnished in quantity and on short notice. Let us figure on your requirements.

Gardens of the Blue Ridge, Inc.

E. C. Robbins, Pres.

ASHFORD, NORTH CAROLINA

TAXUS CUSPIDATA CAPITATA

THE ONLY HARDY UPRIGHT YEW
 Should supersede Arbor-vite for hedge purposes

AZALEAS (Evergreen and Deciduous)

MAGNOLIAS Large Flowering

RHODODENDRON HYBRIDS

and other scarce items.

Send us your list of requirements with full particulars as to quantities, varieties and sizes.

BOBBINK & ATKINS

Rutherford, N. J.

C. R. BURR & CO., INC.

MANCHESTER, CONN.

HEAVY SURPLUS ON SOME ITEMS

Write for Low Prices

Princeton Nurseries

of PRINCETON, N. J.

**SUPERIOR
Hardy Ornamentals**

PIN OAKS

Lining-out sizes

6-9, 9-12, 12-18 and 18-24 inches

Large Trees for permanent planting

5-6, 6-8 and 10-12 feet

Arthur L. Norton Nurseries
Clarksville Missouri

RHODODENDRONS

Kalmias and Azaleas

Fine nursery-grown and collected plants.

Various sizes in any quantity.

LINVILLE NURSERIES

Elevation 4000 feet.

Linville, North Carolina
 Address: L. A. & P. J. A. BERCKMANS
 Catalogue upon request.

Augusta, Georgia

NEW AND RARE NURSERY STOCK

BRUCKENTHALIA speciosa. Hardy, heather-like plant, fragrant pink blossoms.

ILEX PERNyi. The new heavy-bearing holly.

DAPHNE Cneorum. The new free-flowering strain; berry; all sizes from liners to specimen plants.

Stock limited; place your order early.

THEO. ALBERT Centralia, Wash.

teri and virginiana tripartita, are especially adapted for evergreen borders and for foundation plantings when their size does not become too large. The Pfitzer juniper when trained upright is useful for planting against walls in inclosed courtyards. It is one of the most commonly used and satisfactory junipers for general landscape purposes. It stands some shade, but is better in sunny exposures. The Koster juniper, Juniperus virginiana Kosteri, while of much the same habit of growth as the Pfitzer juniper, is apparently less satisfactory for general planting. It is smaller-growing, has finer foliage and is not at all satisfactory in shady situations. It is also extremely susceptible to attacks of red spiders. The fountain red cedar is larger than the two preceding varieties, with coarser twigs, and forms a striking specimen. Unfortunately it is susceptible to juniper blight and should be used sparingly.

In conclusion, the best of the low-growing junipers are Juniperus horizontalis plumosa, virginiana globosa, Sabina Von Ehrn and chinensis Pfitzeriana. Others may be entirely satisfactory in some localities, but, as a general recommendation, the home owner should be acquainted with the facts that with age they may become loose and open, losing their lower foliage, and that they are more than usually susceptible to diseases and insects.

PROPAGATING EVERGREENS.

Evergreens are propagated largely from seed. Seed of fir, larch, hemlock, arbor-vite, spruce and cedars may be stored dry and planted in the spring. Seed of juniper and yew must be stratified as soon as collected and planted either in the fall or early spring.

Evergreen seed is usually planted at the rate of seventy-five to one hundred and fifty per square foot in beds four feet wide on mellow, sandy loam and covered twice the diameter of the seed with sand or sandy soil. The soil must be kept moist during the germination period of thirty to fifty days, and shading is necessary.

Horticultural forms which do not come true from seed are propagated by softwood and hardwood cuttings and by grafting. Evergreen cuttings require more care and a longer period of time for rooting than do deciduous cuttings, ranging from two months to a year.

The spruce does not root readily from cuttings; hence it is best propagated by grafting. The grafts are made in January and February in the greenhouse or in August under glass. Rootstocks are grown from seed and scions are obtained from vigorous terminal shoots from trees out of doors. Side grafting is employed in propagating evergreens.

Directions on the propagation of different types of evergreens form part of a general circular on "Plant Propagation," by Dr. H. B. Tukey, just made available at the New York state experiment station, at Geneva. The publication also deals with the propagation of fruit trees and of other ornamentals. A copy of the circular may be obtained upon request to the experiment station.

MILTON McCOLGAN, 43 years old, nurseryman of Red Bank, N. J., was found dead in the gas-filled kitchen of his home March 19.

**Curtailed Production
Adverse Weather
Increased Demand**

all have helped to
create a very

**ACUTE SHORTAGE of
LINING-OUT STOCK**

We have no surplus. Some varieties are now sold up. If you need any stock this Spring to complete your plantings—you should order now.

All unsold stock listed in
circular 342; send for it now.

NAPERVILLE NURSERIES

DuPage County

NAPERVILLE, ILLINOIS

HILL'S EVERGREENS

Complete assortment of lining out sizes.
Also larger grades for landscaping.

Send for our wholesale catalogue.

D. HILL NURSERY CO.

EVERGREEN SPECIALISTS

Largest Growers in America

Box 402 DUNDEE, ILLINOIS

PRIVET and BERBERIS

Splendid Stock

Write for Special Quotations

LESTER C. LOVETT

Milford Delaware

Canterbury Boxwood

Buxus sempervirens and B. sempervirens. Selected uniform plants; bushy and foliated to center; masses of fibrous roots. Finished specimens from 4 inches up, ready for quick shipment. Prices lower, plants larger. Ask for special list.

CANTERBURY NURSERIES, Inc., Box A, Easton, Md.

LINING-OUT STOCK

CONNECTICUT VALLEY GROWN

Write for List

C. E. WILSON & COMPANY, INC.

Manchester, Conn.

EVERGREENS

For Seventy years growers
of Quality Evergreens

Lining Out Stock a Specialty

Spring Trade List Now Ready

EVERGREEN NURSERY CO.

Established 1864 STURGEON BAY, WIS.

Association Meetings

ROCK GARDEN SOCIETY FORMED.

The American Rock Garden Society was formally organized at a meeting of interested persons at New York March 21. For several months a number of gardeners and commercial horticulturists have been making plans for the organization of such a society, and it was finally accomplished at the meeting held at the Hotel Commodore, New York, during the course of the International flower show.

Officers elected were: President, Montague Free, horticulturist of the Brooklyn Botanic Garden, Brooklyn, N. Y.; secretary, Dorothy Ebel Hansell, New York, who is secretary of the National Association of Gardeners; treasurer, Robert Lemmon. Regional vice-presidents are: North central states, Alfred C. Hottes, Des Moines, Ia.; south Atlantic states, William Lanier Hunt; north Pacific states, E. C. Reber; Rocky mountain states, Isabel MacLeish; west Canada provinces, Alan Morkill.

Aims of the society are to encourage good design and construction in rock gardens, to promote interest in and disseminate information on plants suitable for rock gardens under varying local conditions, to hold meetings and exhibitions throughout the entire North American continent, to further adoption of correct nomenclature and to encourage plant exploration.

CALIFORNIA NURSERYMEN MEET.

Howard Gilkey, manager of the California garden show, which will be held in Oakland, Cal., April 25 to 29, with a preview on the evening of April 24, was a speaker at the meeting of the Central California Nurserymen's Association held at San Jose March 20. Mr. Gilkey showed the blue prints of the show and told of the plans, announcing that contracts for the major work had been let and that work would start March 22. Over 38,000 square feet of wall board will be used in making up the background of the show. Mr. Gilkey explained that he had read thirty-five books on Chinese and Japanese design in making up the plans for the show. The idea of the show is to depict the art of the orient that can be adapted to American use, he explained.

R. B. Hartman, of Leonard Coates Nurseries, Inc., San Jose, brought specimens of California wild plants and blossoms which are now in bloom. Among them were a purple-leaved flowering peach, a pure white double peach, Burbank flowering peach, Clara Meyer, a late double red flowering peach, and a white flowering cherry. Among the specimens of native plants were Ceanothus thyrsiflorus griseus; C. papillosus, with attractive foliage of dark glossy green; C. Jepsonii purpurea, and Dendromecon rigida, with canary yellow flowers.

The next meeting of the association will be held at the Hotel Coit, Oakland, April 17, when the group expects to have an early view of the garden show that will be held there the following week.

ALLIED RETAILERS ELECT.

Meeting at Poughkeepsie, N. Y., March 5, the Allied Retail Nurserymen's Associations elected permanent officers as follows: President, D. Leslie Scott; vice-president, Alfred E. Bahret; treasurer, C. Faddegon; secretary, P. J. Van Melle, box 278, Poughkeepsie, N. Y. This group consists of four local organizations of retail nurserymen in eastern New York state.

TWIN CITIES GROUP MEETS.

The Twin Cities Nurserymen's Association met at Wade's restaurant, Minneapolis, Minn., for its final winter dinner meeting Wednesday, March 14. President H. J. Reed presided and a full complement of officers was present.

After the usual routine business had been transacted, the chairman called on H. Lincoln, of the industrial department of the Minneapolis Civic and Commerce Association, for an informal talk on the N. R. A. in industry. A general discussion followed on the nurserymen's code, the blanket code and the inclusion of nurseries under agriculture.

The president presented a summary of what had been accomplished and congratulated the members on their fine spirit of coöperation. Mr. Reed also gave his impressions of spring business, based in part on inquiries and contacts already made between nurseries and potential customers. The president regarded as highly satisfactory the display of interest in planting by many new clients.

It was decided to hold a summer meeting of the association at the state fruit-breeding farm.

NEW JERSEY SPRING MEETING.

The first quarterly meeting of the New Jersey Association of Nurserymen was held at the Hotel Lexington, New York, March 21, the roll call showing thirty firms represented.

The membership committee reported that two new applications had been submitted. F. D. Osman's motion that

EVERGREEN TREES

	Age	Size	Per 1000
Norway Spruce	6 yrs.	TT 12-15 in.	\$2.00
Norway Spruce	7 yrs.	T 12-15 in.	14.00
Whites Spruce	6 yrs.	TT 12-18 in.	22.00
Whites Spruce	5 yrs.	T 8-15 in.	14.00
Blue Spruce	3 yrs.	S 4-6 in.	10.00
Blue Spruce	5 yrs.	TT 6-10 in.	30.00
Black Hills Spruce	3 yrs.	S 4-6 in.	10.00
Arborvitae	4 yrs.	S 8-15 in.	20.00
Mugo Pine	3 yrs.	S 2-3 in.	8.00
Mugo Pine	4 yrs.	T 5-10 in.	14.00
Mugo Pine	5 yrs.	T 8-12 in.	16.00

250 of the same kind and size at 100% rate. Cash with order. No packing charge.

Western Maine Forest Nursery
Dept. AN

FRYEBURG, MAINE

WAX ROSE BUSHES and
Other DECIDUOUS
TREES and SHRUBS
with CLARK'S
Nursery PARAPIN-Dip-WAX!
Sweet, Salty, Cheapest—Manufactured by
WALTER E. CLARK & SON
Box C, Milford, Conn.

these applications, if acceptable to the admissions committee, be accepted without the payment of an initiation fee was passed.

A. J. Jennings reported for the code committee that the eastern regional committee insisted on the open price provision and that the national planning committee was working on it.

Secretary R. F. Greene reported his committee had held several meetings with the state chairman of the Garden Club of America on the subject of conservation, with the result that the secretary now had available a list of native plant material which the nursery industry should propagate and grow. Also, that contact had been established with Colonel Schwarzkopf, of the state police, with the view of securing the aid of the state police in preventing the lawless digging up and selling of native material by peddlers. Colonel Schwarzkopf was absolutely in accord with this view and urged the nursery association to appoint a committee to keep in touch with the state police and whenever possible to secure evidence against these peddlers and report to the police. On motion, the following committee was appointed: William P. Howe, Jr., chairman; Allan Smith, Col. Edward Phillips.

Considerable discussion followed relative to the best way to combat the general peddling evil. It was the unanimous opinion that the surest way was to get each town to pass a local ordinance requiring a bond or some other surety before a peddling license was granted. A motion was passed that a committee be appointed to draft a uniform ordinance to regulate peddling. The following committee was appointed: A. J. Jennings, Walter Ritchie, Edward Simpson.

M. Le Pinie reported for the flower show committee that it had been decided to hold a show outdoors in May, 1935. This announcement was heartily approved by the membership, and every

Turn Stock into Cash NOW

Demand is increasing as
spring advances.

Shortages are appearing
in some items.

The trade is looking for
sources of stock.

You can move yours by
telling what you have in

THE AMERICAN NURSERYMAN

One-inch display space: \$2.25

Classified ads: 20¢ per line
(Minimum order, \$1.00)



Copyright 1933

DOGZOFF—The only lasting spray that keeps dogs, cats, rabbits, moles, mice and varmints from places not wanted. Your customers need it. Sells fast. Long profit. Be sure to stock it this year. Write for dealers' prices. Limited territory open for distributors.

BOHLENDER PLANT CHEMICALS, INC.
Box 21, Tippecanoe City, Ohio.

POSITION WANTED

As manager of production, superintendent or foreman. Can propagate and grow almost anything grown. Can manage labor to best of advantage. Can operate any acreage. I have been in this nursery game all my life and know its ups and downs by actual practical experience. Would like to contact with a live, going concern where ability and experience would be considered and where a connection of a permanent nature would be established. Can furnish the best of references, both as to my qualifications as a nurseryman and my qualifications as a man. Will guarantee my services to any reliable concern. Address No. 3, American Nurseryman, 508 S. Dearborn St., Chicago.

SEEDS

HERBST BROTHERS, Inc.
Agents for T. SAKATA & CO.
92 Warren St. NEW YORK

American Bulb Company

Importers and Growers of
Dutch Bulbs, Cannas, Tuliproses, Gladiolus,
Hardy Lillies, Monefetta, Lily of Valley,
Spiraea, Moss.
Send for Free Catalogue
31-37 W. 27th St. 1335 W. Randolph St.
New York City Chicago, Ill.

Always Consult
The Nurserymen's Credit Guide
Before you ship.

NATIONAL NURSERYMEN'S CREDIT BUREAU, Inc.
612 N. Michigan Ave., Chicago

Dormant, Field-grown
Rosebushes
HOWARD ROSE CO.
Hemet, California

CHINESE ELM SEED
1934 Crop. Hardy North China
strain. Shipment in May.
WASHINGTON NURSERIES
Toppenish, Wash.

member present voted by roll call that he would support the coming show.

The financial condition of the association was explained by President Schmidt. After a great deal of discussion by the membership, it was decided to leave the question of arriving at an equitable method of apportioning the dues to the executive committee, which would present its findings to the summer meeting.

1934 ROSE ANNUAL READY.

The 1934 edition of the "Rose Annual," published by the American Rose Society for paid-up members and available to others for the sum of \$2 each, is indeed a record of rose progress. The trade, no less than amateur interests, will find the material contained therein exceptionally valuable.

A complete showing is offered in this issue concerning rose understocks insofar as English discussion is concerned, with an equally complete exposition of the way in which millions of roses are grown in Texas. Another research topic that is advanced in the matter of rose diseases, particularly black spot.

The details of the plant patent act are given in full. Suggestions for better rose shows are many. Notes on old-fashioned roses will undoubtedly attract numerous persons. "Pollen Analysis for Rose Breeders" is a technical problem well handled. Memorials for four rosarians, two of them trade members, deceased in the past year, are included.

The data in the "Proof of the Pudding" are considered by the editor of the "Annual" to be the most complete discussion of the behavior of rose varieties in various parks in the United States ever made and therefore should be useful to nurserymen budding roses. Other sections provide a world-wide survey of new varieties.

This is the nineteenth successive "Rose Annual," the first, however, to be issued under the new editorial arrangement in the society whereby Secretary G. A. Stevens, according to Senior Editor J. Horace McFarland's prefatory comment, has done most of the work. A change to lighter paper than that used in former issues has permitted forty-odd additional pages, and there is a notable collection of color reproductions of new roses.

BULLETINS RECEIVED.

"The Root Knot Nematode," by Jocelyn Tyler. Circular No. 330 of the agricultural experiment station of the University of California, Berkeley, Cal. A 36-page booklet describing the determination of nematode infestation, listing the host and the resistant plants and discussing the methods of control.

"Nut Growing in New York State," by L. H. MacDaniels. Bulletin No. 573 of the Cornell University agricultural experiment station, Ithaca, N. Y. The purpose of this bulletin is said to be to summarize such information as is available on northern nut growing, in the light of about a dozen years of experience in attempting to graft and grow nut trees at the station.

THE executive committee of the Southwestern Nurserymen's Association met at Dallas, Tex., at the Baker hotel, March 12. The code and a marketing agreement were discussed.

For Home and Orchard Plantings

MALONEY'S

Offer a Complete Line at
Enormous Reductions

Send us your list of requirements

Well Equipped to Handle Dealers' Trade

**MALONEY BROS.
NURSERY CO.**

Dansville, New York

E. P. BERNARDIN

PARSONS, KANSAS

Established 1870

Specializes in

AMOOR PRIVET, SHRUBS,

EVERGREENS

and

SHADE TREES

for the great Southwest.

RASPBERRIES

"Mosaic Free"

Latham and Chief
ANDREWS NURSERY CO.
Faribault, Minnesota

FOSTER NURSERY COMPANY

INC.

Fredonia, N. Y.

Wholesale Growers of Grapevines, Currants
and Gooseberries.]

Write us for prices.

In the heart of the Chautauqua Grape Belt.

New land — Heavy-rooted STRAWBERRY PLANTS

We have them by the millions. Mastodon,
Gibson, Dunlap, Blakemore and Pearl.

Wholesale Prices

WESTHAUSER NURSERIES
Box 99 Sawyer, Mich.

PEACH PITS

OUR PITS COMPARE FAVORABLY
WITH THE BEST

HOGANSVILLE NURSERIES

Hogansville, Georgia

SPECIALTIES — Small Fruit Plants

Grapevines, Currant, Gooseberry, Red
and Black Raspberry Suckers and Trans.
Strawberry, Rhubarb, Asparagus

L. J. Rambo's Wholesale Nursery
Bridgeman, Michigan

Herbaceous Perennials

Comments on Less Common Varieties

GENTIANA SEPTEMFIDA.

Gardening is, with all of its worries and tribulations, one of the most soul-satisfying of occupations. Gentians contribute no small part of the total sum of pleasure and, at the same time, give us an even more liberal amount of heartbreaking problems. One of the joys of the race, not alone because of the beauty of its soft blue well opened bells, but for its comparative ease of culture as well, is *Gentiana septemfida*.

This is one of the really good gentians which we in the trying climate of eastern America can enjoy without constant fuss and bother. It needs a little more than the usual amount of moisture, probably best secured to it by providing a growing medium of leaf mold, sand and stone chips. In the nursery it does well under common frame culture; in the garden keep it away from the high spots of the rockery where soil has a tendency to dry out rapidly. And then in August, a critical time of the garden year, you should be rewarded with an entrancing spread of soft blue. Flowering stems of *G. septemfida* may get up to a foot in height, but *G. Lagodechiana*, which is in reality no more than a miniature *septemfida*, is seldom more than two inches. *G. Lagodechiana*, too, is an easy doer, requiring essentially the same treatment. Its blue flowers have throats of white. *G. Freyniana* is practically a large-flowered *septemfida*, with identical cultural needs. European lists mention four or five other forms, none of which I have seen, though their descriptions sound interesting. Gentians are not difficult to grow from seeds, provided fresh seeds are used, and the mat makers may be grown from divisions.

HELIOPSIS HELIANTHOIDES.

Helianthus helianthoides Pitcheriana is a sunflower-like plant that has a number of uses in gardens, particularly in situations where the 5 to 8-foot growth of the *helianthuses* is too lofty. *Helianthus*, as a class, is counted not as attractive as the showier of the sunflowers, but the subject of our sketch is, in its 2 to 3-foot growth and profusion of deep yellow flowers all summer long, one of the really good border and cut flower perennials. The variety

is easy to grow from seeds or by division, needing no more than a fairly good soil in sun. In this connection, it might be well to call attention to another *heliopsis*, *H. scabra zinniiflora*, with yellow zinnia-like flowers, that is all too rarely seen. This variety has the same requirements as *H. helianthoides* Pitcheriana.

ANTHERICUM RAMOSUM.

It is not always the spectacular plant that is the most useful, nor does mere showiness make for beauty. These observations come to mind when one sees the reactions of some gardeners to the subject of our sketch—*Anthericum ramosum*. It is not spectacular, not even showy, at any stage of its growth, yet it has a charm which grows on one as the years go by. And it has more uses than almost any other plant in my garden. It is good for the border, either in large spreads or as an edging where a 12-inch plant can be used; it is naturally at home in the sunny rock garden where its habit of blooming most of the summer is "an added attraction to an otherwise perfect show," as the ballyhoo artist would say; also, it is not to be despised as a cut flower. The last-named use is not generally recognized among handlers of cut flowers.

The foregoing enthusiastic remarks should lead no one into thinking that this plant is an example of what the gardener means when he says "outstanding." It does, however, possess the qualities enumerated before and could well be made more of. *A. ramosum* is of the liliaceae, a cousin of St. Bernard's lily, *A. Liligo*, but instead of the two to three feet of the latter, the former gets only a foot high. The plant is much branched, producing its small white flowers in racemes during most of the summer. It prefers a dry sunny spot and is best propagated from seeds planted in fall or early spring to get the benefit of frost action.

DIANTHUS FREYNII.

There is a certain amount of pleasure to be had out of fighting a winning battle with the difficult pinks, though the pleasure quickly turns to an awful soursness when the fortunes of war turn against us. Unfortunately, the turn usually comes just when one is pluming oneself on one's prowess as a plantsman. And turn it will, even on the best of us. I know a good plant grower who was justifiably proud of the fine quality of *Dianthus alpinus* he turned out for a few years and who can now scarcely coax one to bloom. The reason I cannot tell, nor can I tell just what dianthus want to make them happy when they are unhappy. One thing can be said with finality and that is: The plants should be often renewed. Another of equal positiveness is: *D. Freynii* and its parent, *D. glacialis*, hate lime in any form and proceed to curl up in the arms of Death if lime is a part of their diet. It has been my experience, too, that practically all of the difficult pinks are thankful for a

little shade during the hottest part of the day. And they need more moisture than we of the middle west have under normal conditions. Probably the best advice would be for each grower interested in *D. Freynii* and other difficult kinds to take the general outline of culture, adapting it by experiment to his own peculiar conditions. That we all have local conditions which have much bearing on these problems is apparent to the least observant grower.

D. Freynii is one of the joys of the dianthus tribe, and were it not for its fickleness, I think it would be, next to *D. callizonus*, my choice of all alpine pinks. The former is not more than two inches high when in bloom, with extremely narrow keeled leaves and solitary flowers of a uniform bright pink, showing a suggestion of yellow on the reverse—not the greenish yellow of *D. neglectus*. *D. Freynii* bloomed for me during much of May and June.

Anyone who has tried to get together a collection of pinks knows how insecure the footing is when it is necessary to rely upon seeds. But that is the only course left to us in most cases. Seeds germinate readily enough, though to get true material is quite another matter. When that much desired state of affairs comes to pass, it is much easier to propagate by vegetative means. The latter may be done at almost any season, though it is usually easiest and best just as the plants start growth in spring or immediately after flowering. Take up the entire clump, pulling it apart with a heel to each tuft.

MORINAS.

If you want to see how few morinas there are in America, see how many can be found listed in a complete collection of plant catalogues. Then refer to an Asiatic flora to be convinced that we are overlooking some good garden material. My limited experience with morinas tells me we should have more of them in our gardens. Morinas may offer some problems which will need careful working over before the plants become standard nursery products. In the first place, their long taproots make it difficult to move a plant after it has attained the size which plant growers like to sell. Young plants may be moved easily, though, so that may be the solution of the problem. Or it

CLASSIFIED ADVERTISING

NURSERY ACCESSORIES

Nurserymen! Make and sell cement stepping stones at big profits. Easy with our improved, easy snap-off forms. Set of three, full directions, \$2.75, express paid. **Des Moines Cement-Art Co., 1719-21 Mondamin Ave., Des Moines, Iowa.**

Nursery Tools. Leonard Full-strapped Spades, Kunde Knives and Shears, Budding and Grafting Supplies. Free 30-page wholesale catalogue illustrates 600 tools. **A. M. Leonard & Son, Piqua, Ohio.**

NURSERY STOCK

California Privet, Lombardy Poplars, Oriental Pines, Shrubbery, Evergreens, Perennials, etc., at special prices. Westminster Nursery, Westminster, Md.

Japanese Cherries and Crabs, up to 12 feet; Magnolias, Lennel and Soulangeana, up to 10 feet. **A. E. Wohler, Narberth, Pa.**

Tritoma Pittieri. Extra heavy field-grown divisions, \$5.00 per 100, \$40.00 per 1000. **Vie-tor Jung, Decatur, Mich.**

ALL NURSERYMEN will want this new, big, Free Book on Modern, Up-To-Date Greenhouse Construction. 150 pages—1100 Illustrations showing many nursery installations. Send post card or this coupon.	
The Foley Greenhouse Mfg. Co., 7713 Van Buren St., Forest Park, Ill. Gentlemen: Send Big Free Book to Name Address City State Thinking of building greenhouse Width Length	

might be possible to work out a system of pot culture, but it has been my experience that plants of this type do not take kindly to pots if they are kept in such confining quarters for a long time. Their long taproot indicates a deep soil, not necessarily rich, for their comfort. That and sunshine are about all they need.

The genus is mostly Asiatic, though I think one species, at least, *Morina kokanica*, extends the range into southeastern Europe. I had seeds of this plant from a European botanic garden some years ago, with an indication that it was indigenous to Greece. In any case, *M. Coulteriana* is the only one I have so far suspected of lacking hardiness enough for my climate. The matter of hardiness under American conditions will have to be worked out for each individual case. *Morinas* are thistle-like plants of the race of dipsaceae, with their whorled flowers in spikes on plants from two to four feet high. Four kinds have been in my garden: *M. Coulteriana*, a 2-foot plant with soft yellow flowers and of questionable hardiness; *M. kokanica*, 3-foot, rose-pink (I am not sure that this is the plant sometimes called *M. Kokamiria* in European literature, but suspect that it is); *M. longifolia*, 3-foot, opens light pink, changing to rose and finally rosy carmine, and *M. persica*, light pink. Seedage is the only form of propagation that I know of for the group, though I suspect that it would be possible to work out a system of growing *Morinas* from root cuttings.

It is my opinion that the *Morinas* would make a paying crop for growers of herbaceous plants in this country. They are not difficult enough to keep the amateur scared away and they are rare enough to catch the eye of the seeker of novelties. The four kinds mentioned are probably not a third of the ones that could be found if one would make a serious effort to search them out. And it is not unlikely that the others would be better than the ones described. One feature of these plants—their pleasing aroma closely approaching lemon—should have some influence in gaining them popularity among the great mass of gardeners now interested in herb growing.

EUPHORBIA WULFENII.

If one had the inclination and the facilities, a lifetime (and a pleasant one, too) could be spent collecting the euphorbias. That one would not quickly run out of new material is certain from the fact that there are more than a thousand species, ranging all the way from little round balls three inches thick to trees thirty and more feet high. Many, in fact most of these, are tender and not to be considered for the hardy garden. And I am not sure that the variety, *Euphorbia Wulfenii*, should be included here. My experience with the species was both short and tragic, though the reason for its sudden ending was not clearly apparent, nor was it a sure indication of the plant's tendency to cold.

A few seeds (five or six, I think) came to me from a friend in England a few years ago, one of which I succeeded in getting into a plant. It was carried along indoors during its first summer and winter and put in the open in the spring of its second year. There

Greatest Little Tractor on Earth!



*Plows
Harrows
Seeds
Cultivates
Mows*

*Works where others can't—
Does what others won't!*

For Once Read This Advertisement Without the Thought That Someone Is Trying to Sell You Something!
Instead, Ask Yourself if This Isn't What You Need.

For years we've told you about the GRAVELY Tractor. And, how there are certain exclusive features that make it ideal for the flower grower's needs. WE WANT TO PROVE THIS.

Your cultivating soon starts. We want your permission to tell you all about the GRAVELY. A post card will bring the facts.

Gravely Motor Plow & Cult. Co.

Box 421

Dunbar, W. Va.

WRITE TODAY FOR FREE CATALOG



Patent No.
1910152

TRADUR HOSE CONNECTORS EASY—QUICK—NON-LEAKING—DURABLE

They give lasting satisfaction to all users. Try them yourself and put them in your line with other quality articles sold to your customers. Dealer prices on request.

Received unqualified approval of trade at Philadelphia and New York flower shows.

O. F. DURFEY CO.
Darien, Conn.

Trade Prices

1/4-in. Faced Part	Less than 25... 22c
25 to 50	20c
50 to 100	19c
100 to 200	18c
200 to 500	17c

1/4-in. Base Part	1 to 15... 50c
15 to 50	45c
50 to 100	40c



LABELS FOR NURSERYMEN THE BENJAMIN CHASE COMPANY DERRY, N. H.

it thrived mightily, making a shrubby clump about three feet high, the stems clothed in lanceolate glaucous (pleasing blue green) leaves. It only bore two or three yellow flower bracts that year, but it was enough to indicate the unusualness and beauty of the plant when it was well grown. It went into the winter in poor shape for some unaccountable reason and never put out a leaf the next spring. The plant is mentioned here with the hope that it may induce some growers to search it out and make it available to American gardeners. All euphorbias that I have tried (and this seems no exception) grow readily from seeds.

ROSE DR. HUEY.

Rose Dr. Huey is a fine climber that has been in the trade almost fifteen years, yet it is seldom seen even today and few growers of roses except a limited number of comprehensive specialists list it. It is not easy to understand why this should be. The evident predominance of *Wichuriana* blood in its make-up, together with flowers that are not too large, points to hardiness of the plant, which, under garden culture, we find it possesses. And the color, a lovely warm maroon red, is not easily duplicated in this class of the rose family. The plant is extremely vigorous in growth and carries an immense number of blooms.

TROWBRIDGE GRAFTING WAX

"Oldest and Best"

Hand or Brush Wax for Grafting, Budding, Top Working of all Fruit and Ornamental Trees, Shrubs and Vines. Endorsed by Leading Experiment Stations and Educational Institutions. Sold by Best Seed and Hardware Stores or Buy Direct. 1 lb. Pkg., 60c; ½ lb. Pkg., 35c; ¼ lb. Pkg., 25c, Postpaid. Manufacturers and Wholesalers WALTER E. CLARK & SON, Box C, Milford, Conn.

CONIGISKY'S

HAND COLORED PHOTOGRAPHS ACTUALLY CREATE BUSINESS

Shrubs, Perennials, Evergreens, Roses in Life-Like Reproduction

WRITE FOR PROOF—it's FREE

B. F. CONIGISKY 211 Hamilton St.
Peoria, Ill.



Established 40 Years

Pulv. Peat Moss... \$2.50 bale
Pulv. Cow Manure... 2.50 100 lbs.
Pulv. Sheep Manure 2.50 100 lbs.
Pulv. Bone Meal... 2.50 100 lbs.

Lawn and Field Seeds

Special Prices in Quantities

E. L. SHUTE & CO.

616 WEST UPTON ST. PHILADELPHIA, PA.

SHUNK INSECTICIDE DUSTER

A most amazing machine for Insect Control, Field and Orchard Dusting.

Write for catalogue and prices

SHUNK MANUFACTURING CO.
Dept. H., Bucyrus, Ohio

QUICK SHIPMENT — NO DELAYS

CHINESE TONKIN CANES

For staking Small Trees, Shrubs, Evergreens, Dahlias, etc. 8 convenient sizes from 2 ft. to 8 ft.

BURLAP SQUARES

Dutch type, for balling Evergreens. Most convenient and economical to use. 8 sizes from 14x14 inches to 40x40 inches, in bales of 500 squares.

GRANULATED PEAT

Finely pulverized horticultural grade in bales containing 22 bushels or more. Carloads or less quoted f.o.b. New York or your own city.

RAFFIA

The best natural material for grafting, budding and tying up. Red Star, XX Superior and other dependable brands.

INSECTICIDES

Black Leaf 40, Selocide and other specialties for outside use.

HARDY LILY BULBS

Rubrum, Magnificum, Auratum, Auratum Platypodium, Album, Tigridium (single and double) for spring planting out of doors. Case lots.

Send your orders and inquiries for dependable service and quality to

McHutchison & Co.

95 Chambers St., New York

MORE
than fifty nursery establishments
are using

FELINS Tying Machines

One nursery alone is using seventeen
There is a reason—

FELINS
2950 N. 14th St. Milwaukee, Wis.

Write for Samples and Price List

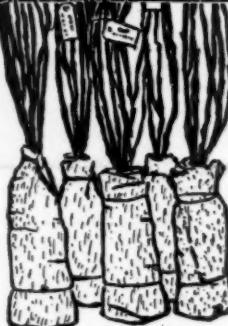
SAXOLIN

DUPLEX
CRINKLED

COSTS
LESS THAN
BURLAP

DOES A
BETTER JOB

MAKES
CLEAN - NEAT
BUNDLES
KEEPSTHE
MOISTURE IN



We will send full size working samples that will prove in your own shipping room that **SAXOLIN** is superior to any other wrapper for retaining dirt and moisture around the roots and delivering a clean, attractive package.

SAXOLIN is two sheets of kraft paper cemented with asphalt filler and crinkled to stretch and conform to shape of bundle.

It's waterproof—tough and easy to handle.

If you are using any special size material for wrapping tell us the size and we will send samples. Try **SAXOLIN** now and be ready for your next shipping season.

CHASE BAG Co.

Specialty Dept. :: Cleveland, Ohio

WE HAVE SLASHED THE PRICES ON PARAGON SPRAYERS!



IN the face of advancing costs for materials and labor we are offering every Paragon Sprayer in our line at the lowest prices in 20 years. Save from 25% up by purchasing before the next price advance. The opportunity of a life time to provide for every spraying need of your greenhouses, gardens and nursery. Equally adapted for whitewash and cold water paint. Exclusive self-cleaning strainer guaranteed never to clog. Mail the coupon today for complete catalogue and Recovery Price List 2A.

The
Campbell-Hausfeld
Company
403 State Ave.
Harrison, Ohio

Send the catalogue and price list to

Name _____

Post Office..... State.....



1 or 2 wheel truck